

[illegible]

DIXIE TECHNOLOGY FUNDING AGENCY  
(A SPECIAL PURPOSE LOCAL GOVERNMENT ENTITY)

(The short “Flash Converted” PowerPoint Presentation along with recorded oral comments can be played or downloaded by accessing the above URL)

Deployment Financing, NBP Public Notice #28 (“*Public Notice*”), DA 09-2610. The *Public*

<sup>2</sup> A Utah Code Annotated Title 17C(3) Limited Purpose Local Government Entities - Community Development and Renewal Agencies

*Notice* seeks comment on among other things: a) the lack of available private financing for network deployment, whether through capital investment, debt financing, or other financial support; and b) seeks a solution to achieve a profitable operating model, and the business case for potential deployment projects in many rural areas.

While many large telecoms or other fortune 500 companies seem to always find a way to request (and be granted) confidential and/or ex parte oral presentations before the deciding body of the FCC, a small rural economic development agency, such as the DTFA, has a difficult time acquiring a desired time slot to present. Therefore, the DTFA requests your attention to the above referenced recorded oral and PowerPoint slide show presentation, which we feel is a *must see* prior to your final written report on a National Broadband Plan (NBP) currently due in February 2010.

### **MEMORANDUM SUMMARIZING THE SUBSTANCE OF THE PRESENTATION**

Even according to the National Telecommunication and Information Administration (NTIA), “we are in an era of decentralized communications characterized by innovation at the edges of networks, facilitated by open-standards and lightweight protocols.”<sup>3</sup>

We can sum it up with a few short words: “Ubiquitous Converged Local Access” – meaning, that in order to reach the President’s five statutory purposes, we must work towards enabling a single consumer wireless device to interact seamlessly over multiple communications networks whether wired, wireless, satellite, or fiber. When passing from one network to the other, not only should the consumer call not be dropped, but any data transfers should also be

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<sup>3</sup> NTIA filed a letter addressing the public safety, homeland security and cybersecurity elements of the National Broadband Plan being drafted by the FCC, *National Broadband Plan, GN Doc. No. 09-51, NBP Public Notice #8*

“off-loaded” to the local broadband network to take up the large file “bandwidth” hogs that have prevented consumer adoption of downloadable high definition media in the passed.

The NBP programs and policies must promote the growing paradigm shift towards “cloud” computing that will perhaps create our best job growth potentials. By “cloud” computing we mean – the provision of dynamically scalable and often virtualized resources as a service. Traditionally, this cloud computing has only been done over the internet, but in today’s modern broadband environments, we have seen new capabilities in two-way digital communications for cloud computing also in ubiquitous local and subnet systems which may further improve the deliverability and scalability of cloud services.

Interconnectivity (connection to the internet) remains the strongest tie into to the global communications platforms, but local networks can also offer new investment opportunities. We now know these technology innovations described in this Response are not just available sometime in the near future; the technologies are available here right now and ready.

Convergence has proven to be extremely important for several reasons:

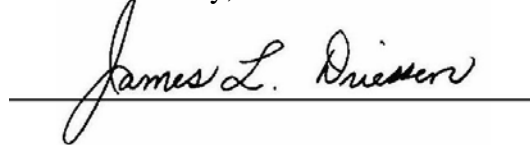
1. "Last-mile" deployment of "triple play" capable network without laying cable (fiber);
2. Mobile smart phones, Wi-fi capable, with onboard VOIP and/or SIP telephony;
3. Mobile calls to anywhere in the world essentially for one monthly service fee
4. Seamless convergence (over to your Sprint, T-Mobile, ATT, etc.) means the call is not dropped when passing out of the cloud;
5. Millisecond hand-off between nodes ensures the call is not dropped, when traveling in a car for example, and making a call on the VOIP/SIP capable handset;
6. Noticeably "clearer" voice calling; and
7. Deployment at a fraction of the cost (little or no spectrum licensing fees)

Do NOT confuse this with the old "muni-wifi" business model that merely promised bridged "hot spots" through a city wide area. These new Ubiquitous networks will offer true "Community Mobile" capable systems with even better quality and bit rate capabilities right around the corner. Right now, in the USA, we have an opportunity to take a major step forward

in the paradigm shift happening in telecommunications around the world, transitioning from the old “channeled” capacity models of cable and wired broadband internet into the “segmented” capacity wireless "cloud" computing models.

Today, the term “broadband” (or large capacity two-way data communications) must take on new meaning which includes more than just the “internet.” The reason this has not happened before is because wireless technologies were not quite there yet in capacity, bandwidth, data rates, and consumer device availability. All that is changed now! Modify your programs accordingly to focus on these major technology shifts.

Sincerely,

A handwritten signature in cursive script, reading "James L. Driessen", is written over a horizontal line.

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# **EXHIBIT**

**(COPY OF SLIDES PRESENTED)**



Data off-load  
And  
Convergence

# Statewide Broadband Plan for Utah

**Ubiquitous Converged Local Access**

What is Ubiquitous Converged  
Local Access?





Data off-load  
And  
Convergence

## State Broadband Plan (Initiatives)

- Traditionally championed by Governor's Office of Economic Development – Business Development and UEN (Utah Education Network)
- Technology is Here and Ready



Data off-load  
And  
Convergence

## National Broadband Plan?

✓ State Broadband Plan

Ubiquitous Converged Local Access

Without Laying Additional Cable or Fiber



THINK  
IP MOBILE  
WORLD

The Future is Now

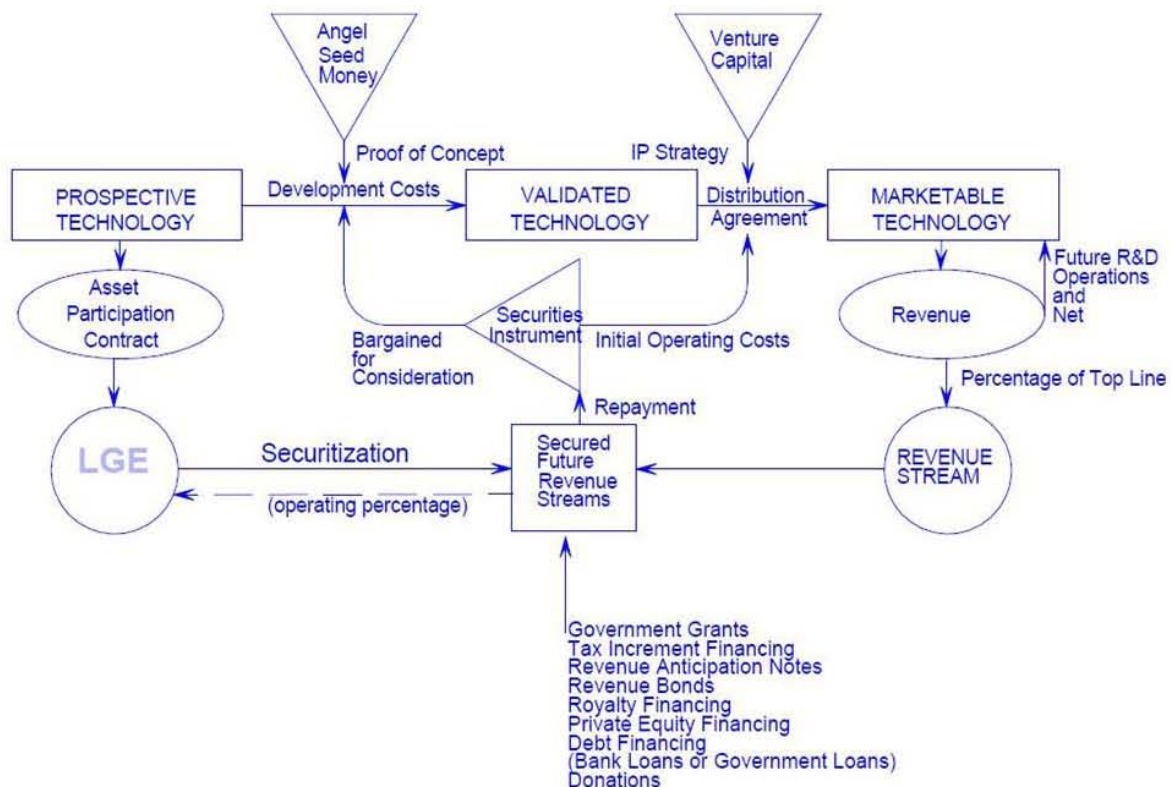
**“Cloud” = provision of dynamically scalable virtualized resources as a service**

**“Broadband” = large capacity 2-way communications – including local and subnet voice and data off-load services (not internet only)**

**“MBC” = Multiple Carrier Mesh Block Convergence, which means internet as a service, everywhere, from anywhere ... where ISPs compete just like they do now**

**“Local Access TV” = “wireless based” digital tv – along side or stand alone with “signal based” digital tv**

### Local Government Entity ("LGE") Technology Nurturing







Data off-load  
And  
Convergence

## Where Do We Go from Here?

- **Back on Track with State Broadband Plan**  
(*not* internet only) – Lead the Federal Plan
- **Get the local “Convergence” Message Out**
- **Local Access Jobs that Stay After the Stimulus**
- **Wireless DTV, Media, Distance Learning, Security and Surveillance, Mobile Health Monitoring, Public Safety, Public Information, Commerce, Mobile Maintenance, Finance, Banking, Hundreds of other industries – all on**  
Local Access